

# You Can Depend Upon What Your Neighbors of East Central New York Say!

HERE are extracts from letters, selected at random, received by us in one week from East Central New York. From all parts of this and every other state come equally enthusiastic and numerous letters. So unique is the Larkin plan of giving to the consumer the entire saving of middlemen's expenses and profits, which are so much

greater than generally thought, that the bargains we offer may make you wonder—may even tax your credulity—but this unsolicited testimony from wholly disinterested sources should be convincing. Remember that "the proof of the pudding" is in the eating. These folks have tried it. Will you?

## The Larkin Soap Mfg. Company.

BUFFALO, N. Y.

F. 4193

EDWARD OSSENFORT, 10 Orange St., AMSTERDAM, Montgomery Co., N. Y.	We have found your Combination Box of Soap satisfactory, and we like your Chautauqua Desk very much. Several orders from our neighbors have resulted.
THOMAS W. MILLER, Editor the "Andes Recorder," ANDES, Delaware Co., N. Y.	Find enclosed draft for \$10.00 for a Combination Box with the Reclining Chair. I got a box of your Soap over a year ago, and am very much pleased.
MRS. W. E. GIFFORD, BAINBRIDGE, Chenango Co., N. Y.	I hope to get a number of orders for you. Your Soaps are fine and presents beautiful.
SUSIE J. LIBOLT, BETHEL, Sullivan Co., N. Y.	I enclose you two more orders. The two boxes already received have given myself and my neighbors entire satisfaction. More orders are to follow.
MISS LILLIAN BAYLESS, BINGHAMTON, Broome Co., N. Y.	We like your "Sweet Home" Soap. It does not injure the hands, and whitens clothes.
J. S. LAWRENCE, 87 Prospect Street, BINGHAMTON, Broome Co., N. Y.	Was very much pleased both with Soap and Lamp, and now enclose you an order for Mr. J. F. Beehm.
MRS. P. H. FERGUSON, BLOOMINGBURG, Sullivan Co., N. Y.	The Desk arrived in good condition, and we are all very much pleased with it. It is in every respect, all we could desire.
FRANK W. WHITER, BOONVILLE, Oneida Co., N. Y.	Enclosed find my check for one box of your excellent Soap, also two more orders.
W. H. OWEN, BOUCKVILLE, Madison Co., N. Y.	As my neighbors have seen my Desk and tried the Soap, Mr. Bart Hopkins wishes me to send you the enclosed order for him. I am more than pleased with all you have sent me.
MRS. C. W. BOOTH, BRAMAN CORNERS, Schenectady Co., N. Y.	We are pleased with both the Soap and Reclining Chair, and especially the Oil Heater. Do not know what we would have done to keep the sick room comfortable when the mercury was 24° below zero without that gem of a heater.
A. A. DeMELL, BRISBIN, Chenango Co., N. Y.	Everyone says your Soap is nice. The Desk is lovely and I am more than pleased with it. I enclose you an order for Mrs. N. D. Miller.
FRANK D. HOLMES, BROOKFIELD, Madison Co., N. Y.	The Soap and Heater give good satisfaction.
FRANK J. CLELLAND, CAMDEN, Oneida Co., N. Y.	Your Soap gives good satisfaction, and I enclose an order for another box with the Chautauqua Onyx Lamp.
MRS. D. H. MORRELL, CANAJOHARIE, Montgomery Co., N. Y.	I am so well pleased with the box of Soap and Desk obtained a year ago, that I enclose you an order for another box with the Chautauqua Chair.
THOMAS LUNN, CANASTOTA, Madison Co., N. Y.	I now send Money Order for my box of Soap which was very satisfactory, and also an order for Frank Cuppernoll.
MRS. GEO. A. HATHAWAY, CANNONVILLE, Delaware Co., N. Y.	I enclose \$20.00 and two orders for Combination boxes. The box I ordered last fall gave good satisfaction.
MRS. GEO. W. CLEMENTS, CAZENOVIA, Madison Co., N. Y.	I am very much pleased with the Soap and the lovely Book Case. I have used all of the Boraxine and wish you to send me a full case of it.
MRS. JOHN GROFF, CHADWICK, Oneida Co., N. Y.	The Side Board arrived today and we are very much pleased with it. It is satisfactory in every way. Many thanks.
SILAS RIFENBURGH, CHARLOTTEVILLE, Schoharie Co., N. Y.	I enclose an order from John Myers. I have had two boxes of your Soap, and it is fine.
MISS N. A. NORTON, CHENANGO FORKS, Broome Co., N. Y.	Soap and premium were very satisfactory, and I hope to obtain new orders for you. I enclose one order herewith.
GARRETT DOPP, Manager Winnie House, CHERRY VALLEY, Otsego Co., N. Y.	The Soap and Heater received all right. Both proved satisfactory, and I can recommend them.
J. D. RICHARDSON, Celery Grower,	I enclose \$30.00 and three orders. Am very much pleased with your Soap and shall adver-

MRS. NETTIE LOOMIS, HIGGINSVILLE, Oneida Co., N. Y.	I was very much pleased with the Soap and Desk received some time ago, and have told my friends about your offer. Now enclose you an order for one of them.
MRS. J. W. SMITH, HINCKLEY, Herkimer Co., N. Y.	Please hurry shipment of the inclosed order as I cannot use any other soap.
MRS. ALICE GILMORE, HOBART, Delaware Co., N. Y.	I have had one box of your Soap and like it very much, and inclose an order for another for myself and one for Mrs. A. Simonson.
REV. G. W. MAY, HYNDESVILLE, Schoharie Co., N. Y.	We have used one box of your Soap and want another. Enclosed find money order for \$10.00 for a box with Reclining Chair.
MRS. W. E. BROOKS, ILION, Herkimer Co., N. Y.	I enclose \$10.00 and an order which please fill as soon as possible. I have used your "Sweet Home" Soap and Boraxine and like them very much.
SEYMOUR NYE, IRELAND MILLS, Chenango Co., N. Y.	I have received my Soap and Clock all O. K. The Clock is better than I expected, and I now enclose an order from Wm. A. Martin of Erie-ville.
H. M. CLARK, Prop. Cold Spring Cottage, JEFFERSON, Schoharie Co., N. Y.	We have used your Soap a long time and would not do without it. I enclose money order for \$10.00 for a special packed Combination Box and a Chautauqua Chair.
MRS. WM. S. HITCHCOCK, LEBANON, Madison Co., N. Y.	Enclosed find \$10.00 for the Combination Box. The Writing Desk is as nice as could be had at any furniture store.
MINIS ARMSTRONG, LEE, Oneida Co., N. Y.	Am well pleased with the Soap and Desk, and now send you another order.
MOSES OTTAWAY, LENTSVILLE, Otsego Co., N. Y.	We received the box of Soap and the Writing Desk and are well pleased. Enclosed find another order.
JAS. A. HAUGHEY, LESTERSHIRE, Broome Co., N. Y.	Have found your Soaps and Toilet Articles just as you represent them, and your premiums are very fine.
REV. O. S. MILLS, LINCKLAEN CENTER, Chenango Co., N. Y.	We have used the Soap purchased one year ago of you, and are highly pleased with all. I send check for another box.
MRS. MINNIE WHEELER, LISLE, Broome Co., N. Y.	The Desk you sent us is lovely. Every one admires it. Please send us two boxes of Soap at once.
C. NEWMAN, LITTLE FALLS, Herkimer Co., N. Y.	I am much pleased with the Clock. I enclose you an order for Mrs. David Clark.
MRS. H. C. DAVIS, LIVINGSTON MANOR, Sullivan Co., N. Y.	I received a box of your Soaps last fall all right. The Chautauqua Rocking Chair is very nice. You can send me another box with the Desk.
HATTIE E. EDWARDS, MAYNARD, Oneida Co., N. Y.	This makes the eighth box of Soap I have ordered.
MISS GRACE BUCK, MEXICO, Oswego Co., N. Y.	Please ship enclosed order as soon as possible. I am very much pleased with your Soaps.
FRED SARGENTS, MILFORD, Otsego Co., N. Y.	I received Soap and Roller Organ all right, and am well pleased.
MRS. W. D. TIDD, MINETTO, Oswego Co., N. Y.	I was much pleased with my Desk. Everything was as represented.
GEO. W. VAN DUSEN, MOHAWK, Herkimer Co., N. Y.	I find your Soaps very nice and am well pleased with them, and with the Roller Organ.
CHAS. H. BRESEE, M. D., MORRISVILLE, Madison Co., N. Y.	I am using "Sweet Home" Soap in my family and like it very much. Send a Combination Box and an Oil Heater, such as you sent me, to Mrs. Wm. Field.
MRS. LOUISA M. POPE, NEW BERLIN, Chenango Co., N. Y.	Find everything just as stated. Think the Soap grand, and the Chair beautiful.
FRANK W. AYLSWORTH, NEW HARTFORD, Oneida Co., N. Y.	We have not had thirty days' trial, but we feel that we get more than the worth of our money. The Silverware is worth the cost, and my wife thinks the Soap and Boraxine the best she ever used. It is superior to all others.



CHITTENANGO STATION,  
Madison Co., N. Y.

tise it as best I can.

MRS. P. P. POWERS,  
CLARK MILLS,  
Oneida Co., N. Y. I am very much pleased with the Chair, and the Soap is all right.

MRS. S. MURPHY,  
CLAYVILLE,  
Oneida Co., N. Y. All my neighbors are pleased with your Soaps. Mrs. Hardy, Mrs. Davis and Mrs. Fletcher have sent you orders.

MISS N. E. WINDECKER,  
CLINTON,  
Oneida Co., N. Y. Was very much pleased with the box of Soap and Silver Tea Set, and now send you an order for Mrs. Mary C. Cooly.

MRS. CLARK RYDER,  
COBLESKILL,  
Schoharie Co., N. Y. I am very much obliged for the Soap and premium. The White Enameled Bed more than meets my expectations.

MRS. G. H. FRANCISCO,  
COOPERSTOWN,  
Otsego Co., N. Y. All are pleased with your Soap who have used it. Everything is satisfactory.

MRS. HARRY BARTON,  
DAVENPORT CENTRE,  
Sullivan Co., N. Y. I am delighted with my premium and enclose you an order for Mr. Charles Omsted of Schenectady.

WILLIAM McMULLIN,  
Agricultural Implements,  
DELHI, Delaware Co., N. Y. My box of Soap and Chair came yesterday and are perfectly satisfactory, and I enclose \$10.00 by check for another box.

MRS. P. L. BURROWS,  
DEPOSIT,  
Broome Co., N. Y. Find enclosed \$10.00 for one Combination Box with the Silver Tea Set. Having used your Soap for years, I prefer it to any other.

MRS. J. E. DOXTADER,  
DOLDGEVILLE,  
Herkimer Co., N. Y. I received my box of Soap and Writing Desk and am very much pleased with both.

MRS. ED B. VAN VORST,  
DUANESBURG,  
Schenectady Co., N. Y. I am so well pleased with your Combination Case of Soap and the Desk received by Charles Wright, that you may send me a Combination Box with the Oil Heater.

MRS. M. VAN SLYKE,  
EAST CREEK,  
Herkimer Co., N. Y. Was pleased with the box of Soap and Desk. I enclose \$10.00 for another box with the Chautauqua Chair.

MISS ALICE MYERS,  
EAST WORCESTER,  
Otsego Co., N. Y. I have used your Soap and like it very much.

GEO. H. CANNIFF,  
FLEISHMANN,  
Delaware Co., N. Y. Find enclosed express money order for the box of Soap and Roller Organ, all of which proved satisfactory.

MISS EDITH C. SIBLEY,  
FLY CREEK,  
Otsego Co., N. Y. I have been telling people about your offer, and how well pleased I am with my premiums, and enclose order for a neighbor as a result.

JOHN JACKSON,  
FONDA, Montgomery Co., N. Y. Am perfectly satisfied with premium and think your Soap far surpasses any other.

W. H. MORRELL,  
Prop. Stage Line,  
FORESTPORT,  
Oneida Co., N. Y. Have used your Soap and like it very much. Send me another Combination Box with the Chautauqua Oil Heater.

FRANK A. HART,  
FORT PLAIN,  
Montgomery Co., N. Y. Received the Writing Desk safely and was very much pleased with it, and now enclose you another order with \$10.00 in advance.

MRS. FRANK ROBERTS,  
FRANKFORT,  
Herkimer Co., N. Y. This makes my third order. I am so much pleased with my Writing Desk.

MRS. M. B. HANDFORD,  
FRANKLIN,  
Delaware Co., N. Y. I have had your Soap and like it, and you may send me another box.

MISS ANNA M. WEMPLE,  
FULTONVILLE,  
Montgomery Co., N. Y. I was very much pleased with order of Soap and would like to have another box and a Reclining Chair.

MRS. LAURA BABCOCK,  
GALLUPVILLE,  
Schoharie Co., N. Y. I ordered a Combination Box of your Soap and found it satisfactory, so inclose an order for Miss Viola Hunting.

JOHN W. MORRIS,  
GILBERTSVILLE,  
Otsego Co., N. Y. I am perfectly delighted with the Desk. It is much nicer than I expected, and the Soap is O. K.

ANNA S. QUANT,  
GLEN, Montgomery Co., N. Y. I am very much pleased with the Desk.

REV. J. N. BRYERS,  
GRAHAMVILLE,  
Sullivan Co., N. Y. Enclosed find P. O. Order for \$10.00, for a Combination Box with Chautauqua Desk. A number of years ago we had a box of your Soap which proved satisfactory in every respect.

L. E. ST. JOHN,  
GREENE,  
Chenango Co., N. Y. We were pleased with the Soap last year and you may send me another box.

MRS. GEORGE RIDER,  
GUILFORD CENTER,  
Chenango Co., N. Y. I got a box of your Soap a year ago and like it very much. I enclose you an order for Miss C. I. Cecil.

EDWARD HINKLE,  
HAGAMAN,  
Montgomery Co., N. Y. Your box of Soap and Chautauqua Heater came to hand safely and have proven satisfactory.

LUCIA M. SPRAGUE,  
HAMILTON, Madison Co., N. Y. I am more than satisfied with both Soap and Tea Set, and enclose \$10.00 for another box.

N. G. KENT,  
HANCOCK, Delaware Co., N. Y. The box of Soap and Heater received and am very much pleased with them.

MRS. J. V. PADGETT,  
HARPURSVILLE,  
Broome Co., N. Y. I enclose money order for a box of Soap and Rogers' Silverware, with which I am well pleased, and send you an order for Mrs. Floyd Butler of Afton.

MRS. FRANK WRIGHT,  
HERKIMER,  
Herkimer Co., N. Y. I received the box and Writing Desk all right, and am very much pleased.

MRS. WARREN CRAM,  
NEWPORT,  
Herkimer Co., N. Y. Having been much pleased with the box of Soaps and Desk I have taken pleasure in recommending your Soaps, and herewith send you the name of a new customer.

MRS. M. O. SMITH,  
NEW WOODSTOCK,  
Madison Co., N. Y. We again have the pleasure of sending you draft for two boxes of the Larkin Soaps and two Oil Heaters.

GERTRUDE JONES,  
NEW YORK MILLS,  
Oneida Co., N. Y. I received last month a box of Soap and Writing Desk, and was very much pleased. Please send me another box with the Reclining Chair.

JOHN W. JONES,  
NORTHWOOD,  
Herkimer Co., N. Y. I send you the money. The Organ and the Soaps are good.

FRANK P. BARNES,  
13 Miller St.,  
NORWICH,  
Chenango Co., N. Y. We have used "Sweet Home" Soap and Boraxine in our family for the past two years, and cannot get along without it.

REV. GABRIEL KOEHNE,  
OBERNBURGH,  
Sullivan Co., N. Y. The Desk is perfect in every regard, and the Soap of the best quality. How can you do it? Every one is surprised. I enclose an order for the Rev. Dominican Sisters.

MRS. N. I. PORTER,  
ONEIDA,  
Madison Co., N. Y. We like your Soaps very much and enclose another order.

MRS. FITCH POMEROY,  
ONEONTA,  
Otsego Co., N. Y. I have used the "Sweet Home" Soap, Toilet Soaps and Perfume, and like them very much.

MRS. E. G. DAVIS,  
ORISKANY,  
Oneida Co., N. Y. Was very much pleased with your box of Soap got three years ago. Enclosed find amount for another box.

MRS. LEE BIXBY,  
OXFORD,  
Chenango Co., N. Y. I enclose money order for \$20.00 and orders from two new customers. I was much pleased with my Lamp.

MRS. FLOYD CARD,  
PITTSFIELD,  
Otsego Co., N. Y. I received my box of Soap, premium and cash present, just as represented, with all of which I was very much pleased, and enclose you orders for two neighbors.

MRS. R. EVANS,  
POLAND,  
Herkimer Co., N. Y. I am well pleased with the premiums and think the Soap is far superior to any other I have ever used.

A. H. ELWOOD,  
RICHFIELD SPRINGS,  
Otsego Co., N. Y. Enclosed find check for \$10.00 for another Combination Box. I bought my first two years ago and found the goods very satisfactory. The Chautauqua Oil Heater proved such a source of comfort that my wife says send another with this.

MRS. ROBT F. WALKER,  
ROME, Oneida Co., N. Y. We like the Soap very much, and the Chautauqua Desk also. Will send another order soon.

W. H. SHAW,  
ROXBURY,  
Delaware Co., N. Y. Enclosed find P. O. order for \$30.00—\$10.00 for C. D. Reynolds and \$20.00 for the enclosed orders. Both Soap and premiums are very satisfactory.

BERTHA MAE GREENE,  
ST. JOHNSVILLE,  
Montgomery Co., N. Y. I hope I will be as pleased with the Chair as I am with my Chautauqua Desk.

FRANCES C. PAIGE,  
45 Washington Ave.,  
SCHENECTADY,  
Schenectady, N. Y. I enclose you a check for \$40.00, making \$130.00 I have sent you, and in September I shall send you ten \$10.00 cash orders.

MRS. IDA DARROW,  
SHARON,  
Schoharie Co., N. Y. Received my Chair and box of Soap all right, and am pleased with them.

MRS. H. E. KEITH,  
SIDNEY, Delaware Co., N. Y. My box of Soap is all right, and the Clock is fine.

REV. F. J. HAINAULT,  
Rector St. Patrick's Church,  
TABERG,  
Oneida Co., N. Y. On a former occasion I was well satisfied and now send you another order.

MISS NELLIE M. COMBS,  
TRENTON, Oneida Co., N. Y. I prize your Soap above any I ever used before. It is lovely Soap.

MRS. L. L. WOODRUFF,  
UNADILLA, Otsego Co., N. Y. I am an old customer and am very much satisfied with the Soaps.

MRS. JOHN GROUSE,  
76 Brinkerhoff Ave.,  
UTICA,  
Oneida Co., N. Y. Enclosed find money order for \$20.00—\$10.00 for my first box which I received all right, and \$10.00 for another box. I am much pleased with the Clock.

MRS. NETTIE CAGWIN,  
VERONA,  
Oneida Co., N. Y. I like your Soaps and the Rogers' Silverware very much indeed. The plated-ware is much finer than I expected.

WM. L. DuBOIS,  
WALTON,  
Delaware Co., N. Y. To invest \$10.00 in a Combination Box of the Larkin Soaps is the best investment that a person can make.

G. SANFORD,  
Wagon Manufacturer,  
WATERVILLE,  
Oneida Co., N. Y. The Soap is perfect and the premiums fine.

MRS. GEO. ROSE,  
WESTMORELAND,  
Oneida Co., N. Y. Was very much pleased with the Chautauqua Desk. Enclosed find \$10.00 and another order.

NELLIE RADFORD,  
WHITESBORO,  
Oneida Co., N. Y. I like the Clock very much, also the Piano Lamp. Every one who uses your Soaps is convinced that they are the best they ever had.

ELLA MAY ADAMS,  
WHITNEY POINT,  
Broome Co., N. Y. Your Combination Box and Desk have arrived and give good satisfaction. A number of orders from here will result.